

## Curriculum vitae Europass



### Personal information

First name / Surname	<b>ȘENDROIU CLEOPATRA</b>
Address	Str. Donea Diana Alexandra nr. 4, bl. N18, sc. 1, ap.1, sector 4, RO-041528 București, ROMÂNIA
Telephone	0040 722 427 757
E-mail	<a href="mailto:cleosendroi@gmail.com">cleosendroi@gmail.com</a>
Naționality	Romanian
Date of birth	16.04.1971
Gender	Female

### Work experience

Dates	2001 - present
Occupation or position held	Successively, teaching assistant, lecturer, and <b>from 2007 year, associate Professor, The Bucharest Academy of Economic Studies</b>
Main activities and responsibilities	- supporting teaching activities and seminars for accounting discipline; - Conducting research in economics.
Name and address of employer	<b>The Bucharest Academy of Economic Studies, Piața Romană nr. 6, RO-010374 Bucharest, sector 1.</b>
Type of business	<b>Higher education and research</b>
Dates	2013
Occupation or position held	<b>Member of the Working Group "Analysis of diagnosis and ways to improve the business RADET Bucharest"</b>
Main activities and responsibilities	economic consultancy
Name and address of employer	Municipal Authority of Public Services Regulatory Bucharest
Type of business or sector	Management consultancy, economic and human resources
Dates	2006 - present
Occupation or position held	<b>Vicepresident</b>
Main activities and responsibilities	Member of the Team for writing grant applications in various operational programs (POSCCE, PODCA ROP). Conducting research for assessments, economic

Name and address of employer	analysis, feasibility studies for operators in the public services of general interest. Economic development strategies and policies at national or regional level, in collaboration with other national and / or international, to identify and acquire the best practices in the management of public utilities / <b>water supply and sanitation.</b> <b>National Association of Technicians, Experts and Researchers for the Public Services of General Interest – ANTEC, founding member 2006</b>
Type of business	<b>Public Services of General Interest</b>
Dates	2006 – present
Occupation or position held	<b>Administrator, accountant</b>
Main activities and responsibilities	- Accounting and auditing activities. - Ongoing economic consultancy activities, including water services and sanitation.
Name and address of employer	SC Clioconta SRL, CUI RO 18657934, sector 4, București, Romania
Type of business	Main activity: - CAEN 6920 - Accounting and auditing activities, tax consultancy. Activities accounting and business consulting and management, including <b>public water supply and sewerage and sanitation</b> for the communities.
Dates	2002 – 2005
Occupation or position held	<b>Deputy Director of IT Department and Staff Training Operators</b>
Main activities and responsibilities	Initiating and organizing training programs and training for their staff, for the operators - including water services and sanitation - and to educate and inform users and other stakeholders, including foreign technical assistance.
Name and address of employer	<b>National Regulatory Authority for Municipal Services, str. Romulus nr. 6, RO-023986 Bucharest, sector 2.</b>
Type of business or sector	<b>Communal services of public utilities</b>

## Education and training

Dates	2010
Title of qualification awarded	Graduation certificate for the specialization " <b>Trainer</b> ".
Principal subjects covered	Trainer of the adults
Name and type of organisation	CNFPA/S.C. Formenerg S.A.
Level in national or international classification	Postgraduate Studies specialization, level VII
Dates	2010
Title of qualification awarded	Graduation certificate for the specialization " <b>Project manager</b> ".
Principal subjects covered	Project manager
Name and type of organisation	CNFPA/S.C. Formenerg S.A.
Level in national or international classification	Postgraduate Studies specialization, level VII
Dates	2005
Title of qualification awarded	<b>Doctor of Economics diplom</b> , specialization degree in "Economics - Accounting".
Principal subjects covered	- systematic and comprehensive understanding of accounting and the use of advanced research methods associated accounting; - design and implementation of research and research management in achieving compliance with professional ethics; - contributing to the advancement of knowledge through original research with national or international impact, demonstrated by scientific publications; - ability to critically analyze, evaluate and synthesize new and complex ideas;

Name and type of organisation  
Level in national or international classification

- ability to communicate in the professional community and civil society in the context of the economic field;  
- ability to contribute to the promotion of technological, social and cultural context of a knowledge-based society and economy.  
The Bucharest Academy of Economic Studies - Doctoral School  
School PhD, research, level VIII

Dates  
Title of qualification awarded

1994-1995  
Postgraduate professional diploma in specialization " **Auditing and Accounting Financial Management**".

Principal subjects covered  
Name and type of organisation  
Level in national or international classification

Auditing and Accounting Financial Management.  
The Bucharest Academy of Economic Studies  
Postgraduate Studies specialization, level VII

Dates  
Title of qualification awarded  
Principal subjects covered  
Name and type of organisation  
Level in national or international classification

1969-1973  
**Diploma degree în economics**  
Profile Economics.  
The Bucharest Academy of Economic Studies.  
Higher education level VI

**Personal skills and competences**

Mother tongues

Romanian

*Self-assessment*  
*European level (\*)*

**English EN**

**French FR**

Comprehensiune		Speech		Written
Listening skills	Reading skills	Interaction	Expressing	
B2 independent user	C2 advanced user	B2 independent user	B1 independent user	B1 independent user
A2 elementary user	C2 advanced user	A2 elementary user	A2 elementary user	A1 elementary user

*(\*) Common European Framework of Reference for Languages*

Social skills and competences

Capacity very good for relationship.  
Skill in interpersonal relationships.

Organisational skills and competences

Responsibility, courage and opportunity in decision-making.  
High capacity work, energy, ability to work under pressure.  
High communicability, ability to work both individually and in teams and understanding of the views and proposals of others, practical action, responsibilities

**Additional information****Affiliations to professional associations:**

- ❖ ANTEC – National Association of Technicians, Experts and Researchers for the Public Services of General Interest, founding member 2006 - present;
- ❖ FMES - Foundation for Economic and Management Services, founding member 2005.
- ❖ **Vice Director of the International Masters ' Enterprise and Land Management "**organized by the Academy of Economic Studies and University D' Artois in Arras , France (2006 -present) .
- ❖ **Vice Director of the postgraduate course "**Management and administration of public services ," with a distinct way in the field of water supply and sanitation , organized by the Academy of Economic Studies (2005 -present) .

**LIST of works Şendroi Cleopatra****A. Books**

No.	Authors	Title	Publishing House	Year of publication	No. of pages	ISBN/ISSN
1.	<b>Radu I., Şendroi C.</b>	Effets du Partenariat Public-Privé sur les services publics d'alimentation en eau et d'assainissement. De la municipalité de Bucarest. 2008-2012	Ed. Universitară	2013	350	ISBN 978-606-591-839-9
2.	<b>Radu I., Şendroi C.</b>	The effects of public-privat partnership in the public water supply and sewerage services of Bucharest. 2008-2012	Ed. Universitară	2013	350	ISBN 978-606-591-838-2
3.	<b>Radu I., Lefter. V., Şendroi C., Ursăcescu M., Cioc M.</b>	<i>Effet du Partenariat Public-Privé dans les services publics d'alimentation en eau et d'assainissement. Expérience de la municipalité de Bucarest</i>	ASE	2009	317	ISSN 978-606-505-184-3
4.	Gisberto Alberta, Nisulescu Ileana, <b>Şendroi Cleopatra</b>	Probleme si studii de caz privind contabilitatea institutiilor publice (eng. <i>Issues and case studies on accounting for public institutions</i> )	ASE	2013	349	978-606-505-569-8
5.	Gisberto Alberta, Nisulescu Ileana, <b>Şendroi Cleopatra</b>	<i>Contabilitatea instituțiilor publice. (eng. Accounting for public institutions)</i>	ASE	2012	466	978-606-505-570-4
6.	Florinel Marian Sgardea, Anca Tutu, Cleopatra Şendroi, Mihai Vuta,	Contabilitate manageriala aprofundata (eng. Managerial	ASE	2011	354	978-606-505-507-0

	Elena Monica Sabau	Accounting)				
7.	<b>Radu I.</b> , Lefter. V., Şendroi C., Ursăcescu M., Cioc M.	<i>Effects of public-privat partnership in water suply and sewerage public services. Experience of the municipality of Bucharest.</i>	ASE	2009	328	ISBN 978-606-505-183-6

## B. Articles

1. Ioan RADU, Elena Monica SABĂU, Cleopatra ŞENDROIU (2013): MAPPING FRAUD RISK IN FINANCIAL AUDIT – SALES OPERATIONS, (*Pages 323-332*), Cross Cultural Management Journal, 2013 / 29 CMJ, Volume XV, Issue 3 – Special Issue: Collaborative structures vs. Competition between organizations – multidisciplinary dimensions.

**INDEXARE:** IDEAS (Internet Documents in Economics Access Service), EconPapers (Economics at your fingertips), ULRICH'S - Periodicals Directory, CEEOL (Central and Eastern European Online Library), EBSCO Publishing, INDEX COPERNICUS, EuroInternet – The World Wide Web Virtual Library for European Integration, NewJour – Electronic Journals & Newsletters, ScienceCentral.com – All about science, [http://www.cmj.bxb.ro/Article/CMJ\\_29\\_37.pdf](http://www.cmj.bxb.ro/Article/CMJ_29_37.pdf)

2. Elena Monica SABĂU, Cleopatra ŞENDROIU, Florinel Marian SGÂRDEA (2013): CORPORATE ANTI-FRAUD STRATEGIES – ETHIC CULTURE AND OCCUPATIONAL INTEGRITY, (*Pages 333-339*), Cross Cultural Management Journal, 2013 / 29 CMJ, Volume XV, Issue 3 – Special Issue: Collaborative structures vs. Competition between organizations – multidisciplinary dimensions.

**INDEXARE:** IDEAS (Internet Documents in Economics Access Service), EconPapers (Economics at your fingertips), ULRICH'S - Periodicals Directory, CEEOL (Central and Eastern European Online Library), EBSCO Publishing, INDEX COPERNICUS, EuroInternet – The World Wide Web Virtual Library for European Integration, NewJour – Electronic Journals & Newsletters, ScienceCentral.com – All about science, [http://www.cmj.bxb.ro/Article/CMJ\\_29\\_38.pdf](http://www.cmj.bxb.ro/Article/CMJ_29_38.pdf)

3. Duez P., Radu I., Şendroi C. and Sabău M. (2013): *An Economic Analyse Of The Health And Social Sector Recasting In France And Romania, Business Excellence and Management (BEMAN), The international standard serial number (ISSN) 2248-1354 (ISSN-L: 2248-1354), PAGES 22-37, Volume 3, Issue 3, September 2013. INDEXARE: REPEC (ECONPAPERS, IDEAS, SOCIONET)*

<http://beman.ase.ro/no33/2.pdf>

*Many reforms are based on the recasting of health and social sector in France and Romania. The two countries do not have the same needs but what they have in common is the need to transform the role of the state. The economic analyse of law allows us to offer an interpretation of these transformations. First of all, this article shows that the two states seek the regulation mode best adapted to their health and welfare system but they rather turn to a subsidised and territorialized regulation. It then shows that in order to ensure public services of general interest in the field, they are interested in using arranged lump sum contracts.*

4. M. Ursăcescu, Sendroi C., I. Radu (2012): *The optimization of the Local Public Policies. Development Peocess Through Modeling and Simulation.* Economie, seria Management,

Issue 1/2012, vol 15, 120-129, CNCSIS, DOAJ, EBSCO, EconLit, COPERNICUS, RePEc, Scientific Commons SCIRUS, ULRICHSWEB, ISBN 1454-0320

<http://www.management.ase.ro/reveconomia/>

<http://www.management.ase.ro/reveconomia/2012-1/10.pdf>

*The local public policies development in Romania represents an empirically realized measure, the strategic management practices in this domain not being based on a scientific instrument capable to anticipate and evaluate the results of implementing a local public policy in a logic of needs-policies-effects type. Beginning from this motivation, the purpose of the paper resides in the reconceptualization of the public policies process on functioning principles of the dynamic systems with inverse connection, by means of mathematical modeling and techniques simulation. Therefore, the research is oriented in the direction of developing an optimization method for the local public policies development process, using as instruments the mathematical modeling and the techniques simulation. The research's main results are on the one side constituted by generating a new process concept of the local public policies, and on the other side by proposing the conceptual model of a complex software product which will permit the parameterized modeling in a virtual environment of these policies development process. The informatic product's finality resides in modeling and simulating each local public policy type, taking into account the respective policy's characteristics, but also the value of their appliance environment parameters in a certain moment.*

5. Radu I. Şendroi C. (2012): Good Practice Guide for Public-Private Partnerships in Public Water and Sewer Services. Experience of the Municipality of Bucharest, Economy Transdisciplinarity Cognition, Vol. 15, Issue 2/2012, 164-175, Index Copernicus, Directory of Open Access Journals, International Consortium for the Advancement of Academic Publication, Cabell's, ProQuest, SCPIO, Open Access Journal Search Engine ISSN 2067 - 5046 - print edition; 2068 - 7389 - online edition

[http://www.ugb.ro/etc/etc2012no2/25\\_Sendroi\\_C\\_Radu\\_final.pdf](http://www.ugb.ro/etc/etc2012no2/25_Sendroi_C_Radu_final.pdf)

<http://www.ugb.ro/etc/etc2012no2/Index.htm>

*After 11 years of the PPP concluded between the municipality of Bucharest and Veolia company entered into force, we can state that, by its performances and constraints, this concession represents a good practice guide, that may be extended also at the level of other places in Romania and European Union. Taking into account its particularities, as well as the specific features of international practices, the authors of this paper considered that the best way to summarize the conclusions of the research is to formulate a set of "learned lessons" resulting from the experience of the municipality of Bucharest, which are intended to be an objective characterization of this partnership, as well as a set of recommendations for any municipality willing to involve private capital in providing the water supply and sewerage public service. Certainly, considering the objectives of this paper, "the lessons" have not been drawn up necessarily from an institutional perspective, which reflects the opinions of the operator, regulator or public administration, but from a social perspective, screened by the consumers' views, that have been identified within this paper.*

6. Baciu C., Radu I. , Sendroi C.(2012): Local Public Policy Process – A New Approach Based On The System Dynamics Principles, 4-9, Journal of Advanced Research in Law and Economics. Volume III, Issue 1, Pages 4–9, ISSN (Online) 2068-696X, ISSN (Print) , , November 2012, indexing in ProQuest, CEEOL, EBSCO, IndexCopernicus and REPEC databases.

DOI: [10.2478/v10257-012-0001-6](https://doi.org/10.2478/v10257-012-0001-6)

<http://www.degruyter.com/view/j/jarle.2012.III.issue-1/v10257-012-0001-6/v10257-012-0001-6.xml>

*Public Policies are logic sequential activities for solving some high priority problems, which are meant to achieve some objectives and obtain some results with limited, well-defined resources. The model used by public administration for elaborating and implementing the public policies is a result-oriented management model. In this model, the monitoring and evaluation phases play a crucial role in measuring and analyzing the results. The results obtained are then compared with the expected results. Public Policies Elaboration is an extremely complicated process, with many actors involved, lots of decisions and links with other public policies already implemented or being implemented. The decisions taken within this process have different results on the people affected by them.*

7. Radu I., Ursăcescu M., Şendroi C.(2012) : The Optimization of the Local Public Policies' Development Process Through Modeling And Simulation, *Economia. Seria Management*, Volume 15, Issue 1, 2012, 120-129, Issn: 14540320,

<http://www.doaj.org/doaj?func=abstract&id=1046654> INDEXARE : CNCSIS, CABELL, DOAJ, EBSCO, ECONLIT, COPERNICUS, REPEC, SCIRUS, ULRICHSWEB

<http://www.management.ase.ro/reveconomia/2012-1/10.pdf>

[http://journaldatabase.org/articles/optimization\\_local\\_public\\_policies.html](http://journaldatabase.org/articles/optimization_local_public_policies.html)

*The local public policies development in Romania represents an empirically realized measure, the strategic management practices in this domain not being based on a scientific instrument capable to anticipate and evaluate the results of implementing a local public policy in a logic of needs-policies-effects type. Beginning from this motivation, the purpose of the paper resides in the reconceptualization of the public policies process on functioning principles of the dynamic systems with inverse connection, by means of mathematical modeling and techniques simulation.*

- 8.** Ioan Radu, V. Lefter, M. Ursăcescu, C. Şendroi, M. Cioc (2009) : *Decisional Simulation within Socio – Productive Systems with Entropy*, Journal of ECONOMIC COMPUTATION AND ECONOMIC CYBERNETICS STUDIES AND RESEARCH 2009, vol.43, nr.3/2009, 21-38, categoria A. CNCSIS Revista este inclusă ISI Thomson Reuters Services: - Social Sciences Citation Index® - Social Scisearch® - Journal Citation Reports/Social Sciences Edition ISSN 1842 – 3264, Format: print 0424 – 267 X

<http://www.ecocyb.ase.ro/articles%203.2009/V%20Lefter.pdf>

<http://www.ecocyb.ase.ro/CONTENTS,%203,2009.pdf>

*The entire decisional simulation cycle of socio-productivesystems obeys the three research levels: analysis, designing and management of the simulation activity. The analysis represents the research process of the system's component with the purpose of highlighting the following issues: the role of the system within the economic enterprise system; their horizontal and vertical interaction within the organisational structure; the status and decision variables – controllable or uncontrollable, which determines the running of the system; the identification of atypical behaviours and factors which influence the good running of the system and which cannot be included in the category of disruptive factors. The management of the simulation activity represents the whole set of planned procedures in view of grouping structures, phenomena and processes analysed and/or designed. By dint of this management a concise and clear formulation results for: the object of the simulation; the purposes pursued; ways of achieving the simulation; preserving, maintaining and updating the essential information achieved as a result of the simulation.*

- 9.** Radu I., Lefter V., Ursăcescu M., Şendroi C., Cioc M. (2009): *Drafting Multiannual Local Budgets by Economic-Mathematical Modelling of the Evolution of Revenues*, Theoretical and Applied Economics, 1/2009(530), 45 – 60, ISSN 1841-8678 (print), ISSN 1844-0029 (online), Inclusion in international databases: »RePEc – IDEAS, EconPapers, » DOAJ, » EBSCO Publishing

<http://store.ectap.ro/articole/362.pdf>

<http://www.ectap.ro/economie-teoretica-si-aplicata-numarul-1-2009/r45/>

[http://journaldatabase.org/articles/drafting\\_multiannual\\_local\\_budgets\\_by.html](http://journaldatabase.org/articles/drafting_multiannual_local_budgets_by.html)

*Although seen as a sector with a high degree of inertia and conservatism the public administration system determines the public institutions to record a set of influences both from the internal and external environment. The public administration system is influenced by the frequent legislative changes and recently by the requirements claimed by the European Union. Given the complexity and dynamics of the competitive environment the approach of strategic management tools at the level of public administration becomes more and more important and necessary. One of the main types of exercise of strategic management is represented by financial planning moulded into policies, strategies, plans and programmes whose generation is based on multiannual budgets.*

- 10.** Radu I., Ursăcescu M., Şendroi C., Cioc M., Dogeanu I. (2008) : *A Conceptual Intelligent Model for Public Management*, Review of International Comparative Management, Nr. 1, Vol. 9, martie 2008, 5-16, ISSN 1582-3458, <http://www.rmci.ase.ro/> The journal is indexed in the following international databases: RePec (Research Papers in Economics - IDEAS, Econpapers, Socionet), Index Copernicus - Journals Master List, EBSCO, The World Wide Web Virtual Library For European Integration, NewJour Electronic Journals and Newsletters, Ulrich's Periodicals Directory, Cabells Database, Google Scholar, OCLC-WorldCat



- 11.** Radu I., Şendroi C., Ionitã F.. (2008) : The re-engineering of managerial process in public administration, ANALELE UNIVERSITĂŢII DIN ORADEA, TOM XVII 2008, 535-541, ISSN 1582 – 5450, Inclusion in international databases: RePEc, DOAJ, EBSCO , SCPIO, CABELL'S DIRECTORY OF PUBLISHING OPPORTUNITIES  
[http://journaldatabase.org/articles/re-engineering\\_managerial\\_process.html](http://journaldatabase.org/articles/re-engineering_managerial_process.html)  
<http://steconomice.uoradea.ro/anale/volume/2008/v4-management-marketing/095.pdf>  
<http://anale.steconomiceuoradea.ro/2010/05/27/tom-2008-volum-iv-management-marketing/>

*The base of this research was a comparative analyse of the international practices in the field, in order to identify the most important tendencies in public services management. Considering the results of this research, there were identified the fundamental principles of an intelligent management model for public management (subsidiarity, public value and deliberative governance). Starting from this point, we proposed a new intelligent management model applicable in romanian public sector, which can be structured into three major components: top management component (executive and deliberative), operational management component (back office) and communication component (front level). As a case study, we focused in particulare on the water supply public service and we developed a methodology for projecting the front-office component starting from the necessity of optimising stakeholder satisfaction.*

- 12.** Şendroi C., Dogeanu I. (2008): Fee Setting Options, International conference “Integrarea Europeanã - noi provocãri pentru economia României” - ediția a V-a, 30 – 31 mai 2008 Universitatea din Oradea, ANALELE UNIVERSITĂŢII DIN ORADEA, TOM XVII Oradea, 2008, pages 615-620 ISSN 1582 – 5450 Inclusion in international databases: RePEc, DOAJ, EBSCO , SCPIO, CABELL'S DIRECTORY OF PUBLISHING OPPORTUNITIES

<http://steconomice.uoradea.ro/anale/volume/2008/v4-management-marketing/v4-management-and-marketing.pdf>

- 13.** LEFTER VIOREL, ROMAN AURELIANA GETA, SENDROIU CLEOPATRA (2007): Improving the Financial Control – A Priority of Corporate Management Nowadays, ECONOMIE TEORETICĂ ŞI APLICATĂ (revista AGER), nr.4 (509)/ 2007, ISSN 1841-8678

[http://www.ectap.ro/improving\\_the\\_financial\\_control\\_a\\_priority\\_of\\_corporate\\_management\\_nowadays\\_by\\_viorel\\_leftercostantin\\_romancleopatra\\_sendroiuaureliana\\_geta\\_roman/a204/](http://www.ectap.ro/improving_the_financial_control_a_priority_of_corporate_management_nowadays_by_viorel_leftercostantin_romancleopatra_sendroiuaureliana_geta_roman/a204/) Inclusion in international databases: DOAJ (Directory of Open Acces Journals), [www.doaj.org](http://www.doaj.org) RePEc, ◊ IDEAS, ◊ EconPapers ([www.RePec.org](http://www.RePec.org)), EBSCO, ECONLIT, ICCAP

- 14.** ŞENDROIU CLEOPATRA, AURELIANA GETA ROMAN, COSTANTIN ROMAN, ALEXANDRU MANOLE (2006): Environmental Management Accounting (EMA): Reflection of Environmental Factors in the Accounting Processes through the Identification of the Environmental Costs Attached to Products, Processes and Services, ECONOMIE TEORETICĂ ŞI APLICATĂ (revista AGER), nr.10 (505)/ 2006, 35-39  
[http://www.ectap.ro/environmental\\_management\\_accounting\\_ema\\_reflection\\_of\\_environmental\\_factors\\_in\\_the\\_accounting\\_processes\\_through\\_the\\_identification\\_of\\_the\\_environmental\\_costs\\_attached\\_to\\_products\\_processes\\_and\\_services\\_by\\_cleopatra\\_sendroiuaureliana\\_geta\\_romancostantin\\_romanalexandru\\_manole/a173/](http://www.ectap.ro/environmental_management_accounting_ema_reflection_of_environmental_factors_in_the_accounting_processes_through_the_identification_of_the_environmental_costs_attached_to_products_processes_and_services_by_cleopatra_sendroiuaureliana_geta_romancostantin_romanalexandru_manole/a173/) Inclusion in international databases: DOAJ (Directory of Open Acces Journals), [www.doaj.org](http://www.doaj.org) RePEc, ◊ IDEAS, ◊ EconPapers ([www.RePec.org](http://www.RePec.org)), EBSCO, ECONLIT, ICCAP

- 15.** Cleopatra SENDROIU, Aureliana ROMAN, Alberta CHIŢU (2006): Managerial Accounting for the Environment: Environmental Cost Analysis and decision making of the organization, The Journal of the Faculty of Economics – Economic Science Series ISSN:



1582 – 5450 TOM XV, Year:2006, Volume: VOL\_I, Pages: 588-593,  
<http://anale.steconomieuoradea.ro/volume/2006/management-si-marketing/24.pdf>  
Inclusion in international databases: RePEc, DOAJ, EBSCO , SCPIO, CABELL'S  
DIRECTORY OF PUBLISHING OPPORTUNITIES , SCOPUS

- 16.** Cleopatra Sendroiu, Aureliana Roman, Alberta Chitu (2006): A new dimension to Accounting: A Managerial Accounting Environment: The Journal of the Faculty of Economics – Economic Science Series ISSN: 1582 – 5450 TOM XV, Year:2006, Volume: VOL\_II, Pages: 330-335 <http://anale.steconomieuoradea.ro/volume/2006/finante-contabilitate-si-banci/53.pdf> Inclusion in international databases: RePEc, DOAJ, EBSCO , SCPIO, CABELL'S DIRECTORY OF PUBLISHING OPPORTUNITIES , SCOPUS

- 17.** Ph. Duez, I. Radu, C. Şendroiu, M. Cioc (2009): *Considerations regarding the Formulation of the Organisational Strategy through Simulation Techniques*, REVIEW OF INTERNATIONAL COMPARATIVE MANAGEMENT, vol. 10 No. 3 / 2009, 504-517, CNCSIS categoria B+, Inclusion in international databases: RePec (Research Papers in Economics– IDEAS, Econpapers, Socionet-), Index Copernicus – Journals Master List, The World Wide Web Virtual Library For European Integration, NewJour Electronic Journals and Newsletters, Ulrich's Periodicals Directory, Cabells Database, ISSN 1582-3458

[http://www.rmci.ase.ro/no10vol3/Vol10\\_No3\\_Article10.pdf](http://www.rmci.ase.ro/no10vol3/Vol10_No3_Article10.pdf)

*The complexity, dimension and the scope of the economic problems specific to the correct development of organisational strategie require, on the one hand, the structuring and systematisation of their entire simulation activity in view of solving them. On the other hand, they require the adequacy of a relative independence resulted from the very nature of thinking, personality and professional education of those who wants to promote a certain type of organisational strategy. In other words, we can consider that the stages of creating a strategy simulation, although they are not compulsory, they cannot be entirely neglected, because there is minimum number of stages and sub-stages for which the optional character is not permitted. The entire decisional simulation cycle of a strategy obeys the three research levels: analysis, designing and management of the simulation activity.*

- 18.** Radu I., M. Ursăcescu, C. Şendroiu (2008): *Research regarding the development of organizational inteligente base don integration of the economical inteligente and knowledge*, CALITATEA – acces la succes, An9,nr.93,octombrie 2008,482 – 487, CNCSIS B+, Indexări în baze de date internaționale: EBSCO Publishing, INC, ISSN 1582-2559
- 19.** Radu, I., M.Ursăcescu, C. Sendroiu, M Cioc (2008): *Research Bases for a Complex Managerial Simulation of Local Public Policie*, Review of International Comparative Management, Volumul 9,Nr.4,Octombrie2008,114-123, CNCSIS B+, ISSN 1582-3458
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- 20.** Radu I. , M. Ursăcescu, C. Sendroiu, M. Cioc (2008): Computer crime – a threat to the infprmnational society, AGORA International Journal of Juridical Sciences, 2008, 10 pagini, CNCSIS Cod 27, ISSN 1843-570x
- 21.** Radu I., Ursăcescu M., Şendroiu C., Cioc M.(2007): *Modernising Romanian Public Services Using E-Services Technologies: Benchmarks, Best Practices Recommendations*, Review of International Comparative Management, Nr. 3, Vol. 8, oct. 2007, 58-67, B+, ISSN 1582-3458
- 22.** Radu I., Şendroiu C.(2007): *Opportunities and constraints regarding the implementation of the e-services technologies in the romanian public services*, ANALELE UNIVERSITĂȚII DIN ORADEA, TOM XVI, 2007, VOLUMUL II, 7, B+, ISSN 1582 – 5450

## C. Projects

No.	Title	Period	Autoritatea contractantă/ beneficiar	Role in the research team
1.	<i>"Development of study on the service status of water supply and sanitation in Ilfov County"</i>	2013	Ilfov County Council	<b>Member of project team</b>
2.	<i>Diagnostic analysis of activity RADET Bucharest and ways of improving the activity overhead.</i>	Aprilie 2013 – Sept. 2013	Municipal Authority of Public Services Regulatory Bucharest (A.M.R.S.P.)	<b>Member of project team</b>
3.	<i>Effects of Public Private Partnership in the public service of water supply and sewerage in Bucharest (2008-2012).</i>	2012-2013	S.C. Apa Nova București S.A.	<b>Member of project team</b>
4.	<i>Evaluation and interpretation of economic and financial performance of SC Water Prod S. A. Deva through a specific methodology assisted by a dedicated IT solution.</i>	2012-2013	S.C. APA PROD S.A. DEVA	<b>Member of project team</b>
5.	<i>Develop documentation required to obtain agreement in principle for funding under the state scheme on regional development by stimulating investment in order to achieve the investment "gold-silver ore Certej perimeter", Hunedoara county.</i>	2011	S.C. Deva Gold S.A.	<b>Member of project team</b>
6.	<i>Consulting services for the Municipality of BRAD to identify solution for restoration of the production and distribution of thermal energy in terms of efficiency, effectiveness and economy.</i>	2010	Brad Municipality	<b>Member of project team</b>
7.	<i>Efficiency, quality, promptly in DGASPC Hunedoara (application form PODCA - won).</i>	2009	Hunedoara County Council	<b>Member of project team</b>

## D. Scientific Studies

1. Ioan RADU, Cleopatra SENDROIU (2012): [Evaluation of the Global Performance for Water Supply and Sanitation Services Operators](#), **PROCEEDINGS of the 6th INTERNATIONAL MANAGEMENT CONFERENCE APPROACHES IN ORGANISATIONAL MANAGEMENT**

15-16 November 2012 **BUCHAREST**, Ed. ASE, ISSN 2286-1440, ISSN-L 2286-1440, <http://conferinta.management.ase.ro/archives/2012/pdf/47.pdf>

2. RADU I., ȘENDROIU C., OANCEA NEGESCU M. (2009): **Competitivitate și contabilitate managerială strategică: delimitări conceptuale**, (eng. Competitiveness and strategic management accounting) Revista Romana de Statistica, nr. 9/2009, supliment, ISSN 1018-046x, 281-286. Research themes embodied in communications at the National Seminar organized by the Romanian Onicescu Octav Statistics 2009, Inclusion in international databases: DOAJ, Index Copernicus International , EBSCO, RePEc, ICAAP
3. SENDROIU CLEOPATRA, ROMAN AURELIANA GETA, ROMAN COSTANTIN, SGARDEA FLORINEL MARIAN (2006): **Measurement and Management of Performance Using Costs**, The XII International Conference on Economic Cybernetics Sustainable Development Models for European Union Extension Process , November, 2-4 2006, pages 96-103, Department of Economic Cybernetics, Faculty of Economic Cybernetics, Statistics and Informatics, ASE Bucharest, - publicată în volumul The XII International Conference on Economic Cybernetics “Sustainable Development Models for European Union Extension Process”, Editura ASE, București, 2006, CD, ISBN 973-594-864-8, ISBN 978-973-594-864-1
4. SENDROIU CLEOPATRA, ROMAN AURELIANA GETA, ROMAN COSTANTIN (2006): **Raportarea sustenabilității în termenii performanței economice, sociale și de mediu (triple bottom line)**(eng. Reporting sustainability in terms of economic, social and environmental performance (triple bottom line)), Conference "Dimensions of sustainable development in Romania" 13 to 14 October 2006, pages 389-425, ISSN 1244-516-X

#### E. Fundamental and applied research contracts

<i>SUBJECT in the project grant</i>	<i>CODE PROJECT / Nr. Contract</i>	<i>PERIOD</i>	<i>Role in the research team</i>
<i>New theories and models underlying the competitiveness of the organization by integrating strategic management accounting in organizational strategy formulation</i>	IDEI II 944/2008 2008 CNCSIS- UEFISCSU □	2008-2009	<b>C. Șendroi</b> Project manager
<i>Study regarding the appropriateness, necessity and efficiency of investment in alternative sources of heat supply in the village Crișcior</i>	54/20.11.2008	2009-2010	<b>C. Sendroi</b> Project manager
<i>Study on the growth performance of senior management of SC Aoa company Targoviște Dâmbovița preliării work in the context of water and sanitation in rural county</i>	19/25.04.2008	Aprilie – Octombrie 2008	<b>C. Sendroi</b> Member
<i>National Program for Research , Development and Innovation ( PN II) - Partnerships : "Partnership to develop a model of public management intelligent, interactive and transparent local government efficiency in Romania - MITEAPL " MECT beneficiary, contractor ASE funded by amount of 1.9391 million lei.</i>	1373/2007	2007-2010	<b>C. Sendroi</b> Member
<i>Analysis of the effects of public-private partnership in the perception of consumers (the public service of water supply and sewerage in Bucharest )</i>	33/2007	August 2007- iunie 2008	<b>C. Sendroi</b> Member
<i>Economic-mathematical modeling of the evolution of local budget sector 1 - based multi substantiation local budgets</i>	16/2007	Martie- iulie 2007	<b>C. Sendroi</b> Member
<i>Implementation of virtual techniques in the generation and technological efficiency in the industrial sector (acronym GEFVIR )</i>	CEEX 231/2006	231/20.07.2006	<b>C. Sendroi</b> Member
<i>Research on achievement orientation concepts and technologies of industrial products , considering the end of their life , the reuse , recycling and environmental destruction (acronym RRDCEEX )</i>	41- 103/10.10.2005/20.07.2006	2005-2008	<b>C. Sendroi</b> Member
<i>The company's development strategy by applying management costs</i>	Cod CNCSIS 200 din 2002	2001 - 2003	<b>C. Sendroi</b> Member

01.12.2013